

groups of peoples that respectively show their typical features most strongly on the shores of the Baltic and Mediterranean seas.

What are the traits which stand out most clearly if we compare, say, an Italian with a Dane? We notice, in the first place, that the former is much the more impulsive of the two—that is to say, is swayed more powerfully by the instinct of self-abandonment than by that of self-control. He is accordingly the more aesthetic, but the less ethical: he excels in artistic sensibility, but is deficient in the sense of moral discipline from which arose the puritanism of the north.

We may further observe a difference in the relative strength of the individualistic and the social instincts. The bent of the southerner is strongly social: he cleaves to his family with superstitious reverence: he is happiest in a crowd: he possesses in a marked degree the virtues of warm-heartedness, generosity, and loyalty which cement mankind into a cheerful society: he is also disposed to accept the arbitrary management of the leaders of his community, and to regard disobedience to their authority as justly punishable with great severity. The northernman, on the contrary, has been distinguished since the days of Tacitus by his individuality: his independence: he readily abandons his family surroundings in search of profit or adventure, and is not harassed in his exile by thoughts

of his motherland : his ideal of private
life is not
a crowd. but a home : he will not
readily suffer
a government or a religion in which his
individual
existence is submerged.

Southerners are not troubled by the
self-con-
sciousness which causes hesitation or
awkwardness
of address : they are. consequently.
expansive in
their manners and often very
eloquent in their